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ALLEN COUNTY PUBLIC LIBRARY

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DES MOINES,

...IOWA...

•••

Advantages and Resources
As a Place in Which
To Live Well and Succeed
In Business.

THE PUBLIC LIBRARY
OF
FORT WAYNE & ALLEN CO., IND.

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Commercial Exchange.

DES MOINES, IOWA:
PRESS OF P. C. KENYON.
1893.

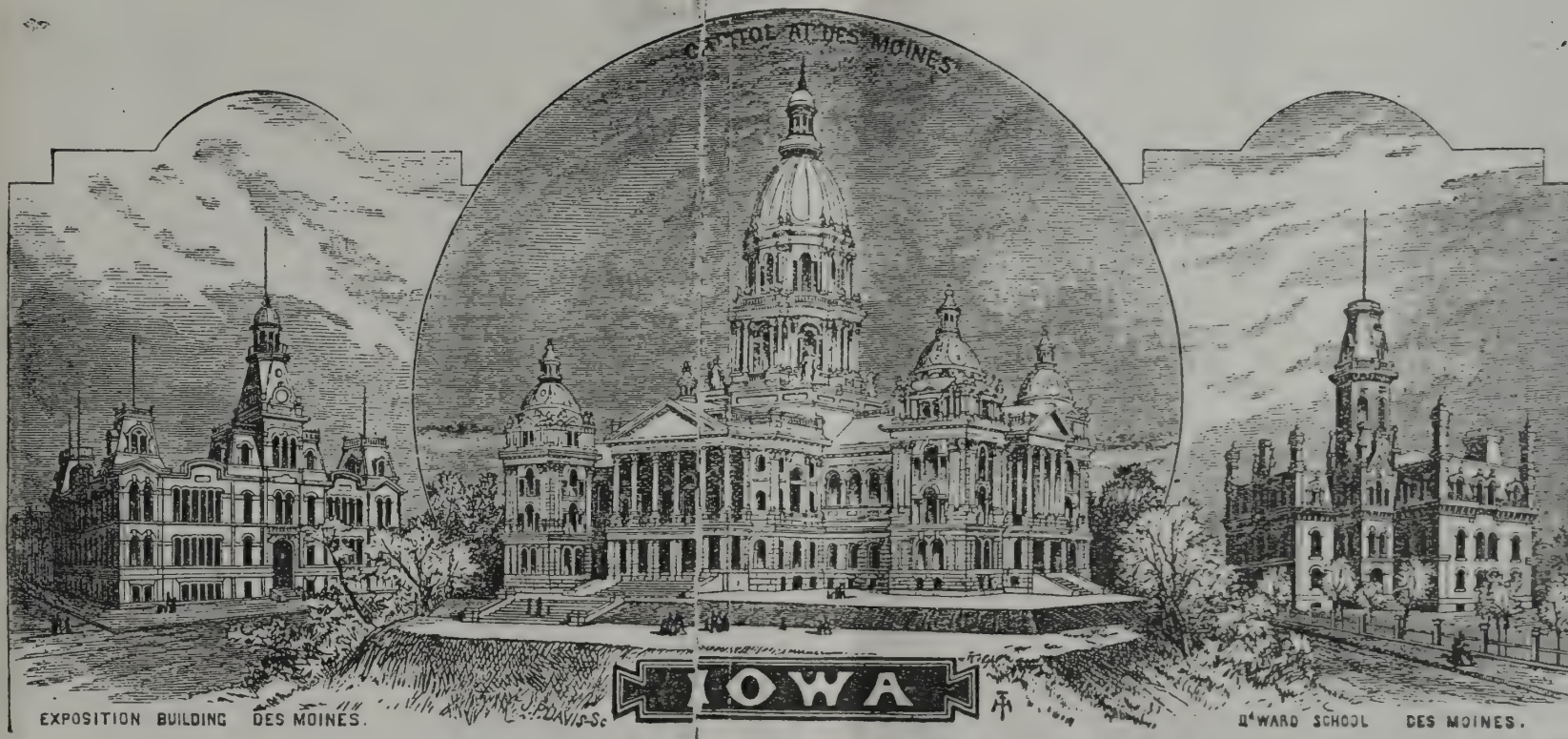
DES MOINES, IOWA.

1815091

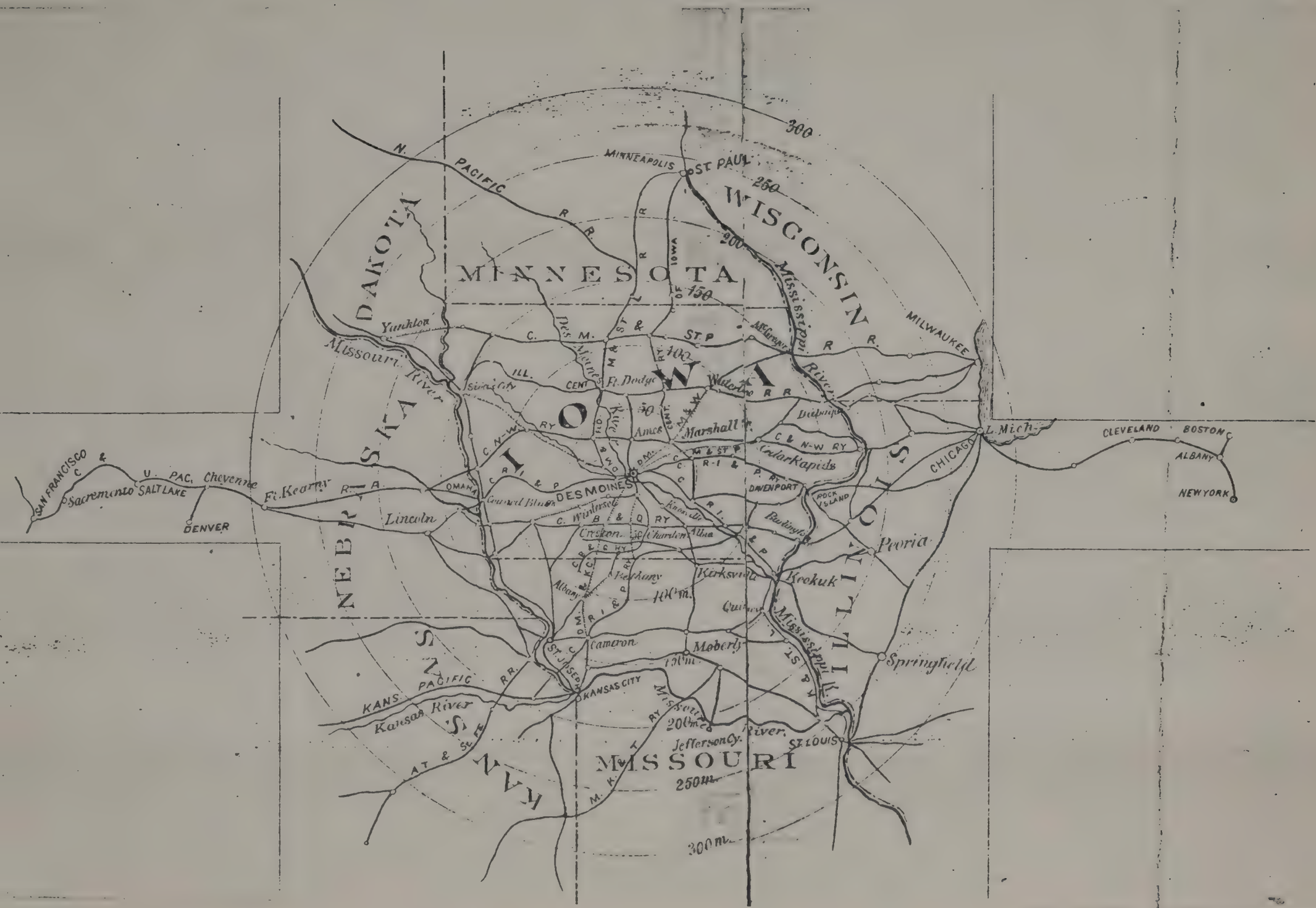
PUBLISHED BY

THE COMMERCIAL EXCHANGE.

EXPOSITIO



FROM IOWA EDITION ECLECTIC SERIES OF GEOGRAPHY—PUBLISHED BY VAN ANTWERP, BRAGG & CO., CINCINNATI, OHIO.


MINNESOTA
WISCONSIN
DAKOTA
IOWA
NEBRASKA
ILLINOIS
KANSAS
MISSOURI
MINNEAPOLIS
ST. PAUL
N. PACIFIC R.R.
Missouri River
Mississippi River
Kansas River
Yankton
Sioux City
Ft. Dodge
Waterloo
Ames
Marshall
Dubuque
Cedar Rapids
DES MOINES
Council Bluffs
OMAHA
Davenport
ROCK ISLAND
Burlington
Keokuk
Kirksville
Quincy
Moberly
Cameron
St. JOSEPH
KANSAS CITY
Jefferson Cy.
ST. LOUIS
Springfield
Peoria
CHICAGO
L. Mich.
MILWAUKEE
CLEVELAND
BOSTON
ALBANY
NEW YORK
SAN FRANCISCO
Sacramento
SALT LAKE
U. PAC.
Cheyenne
DENVER
Ft. Kearny
Lincoln
Creston
Chariton
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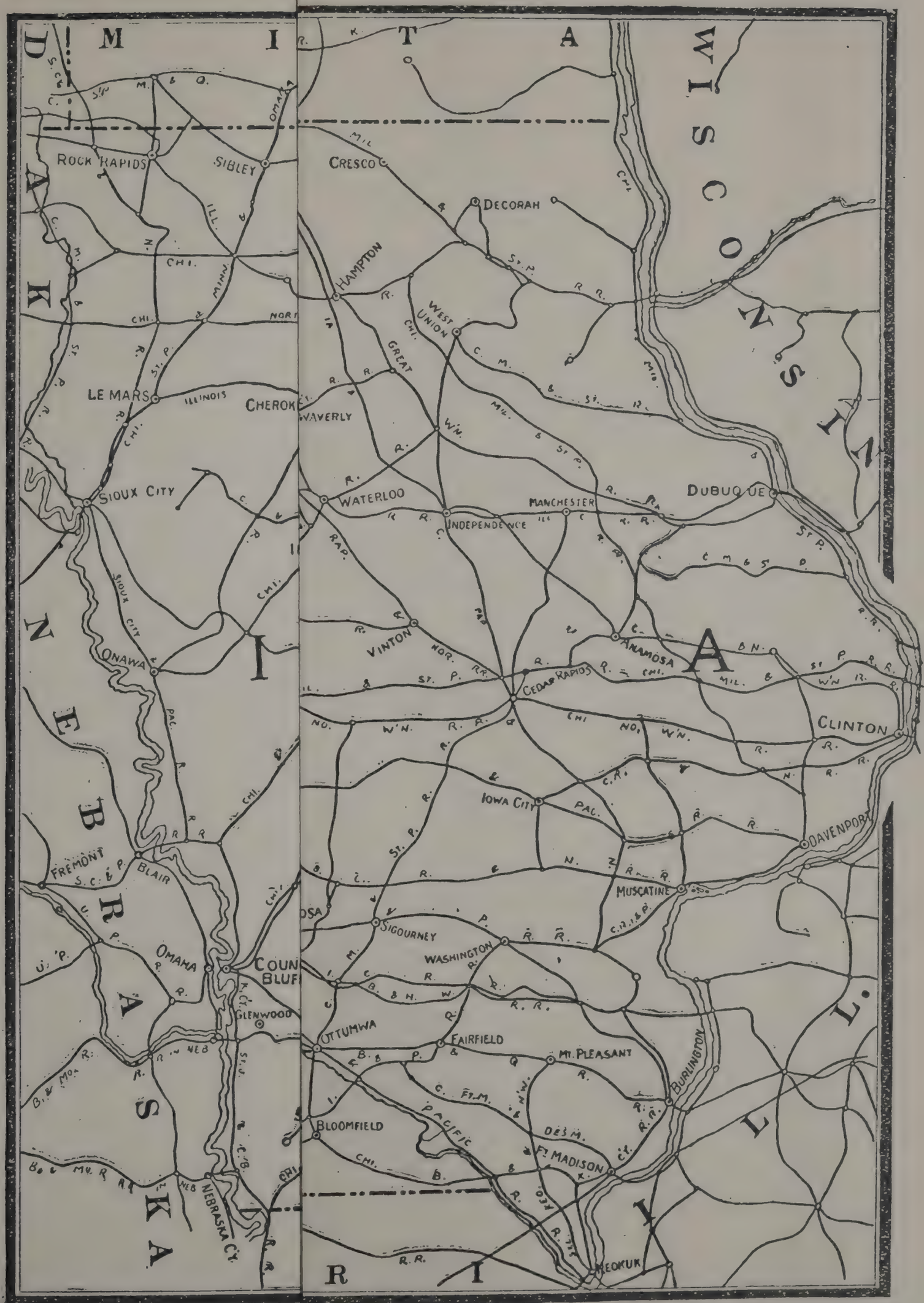
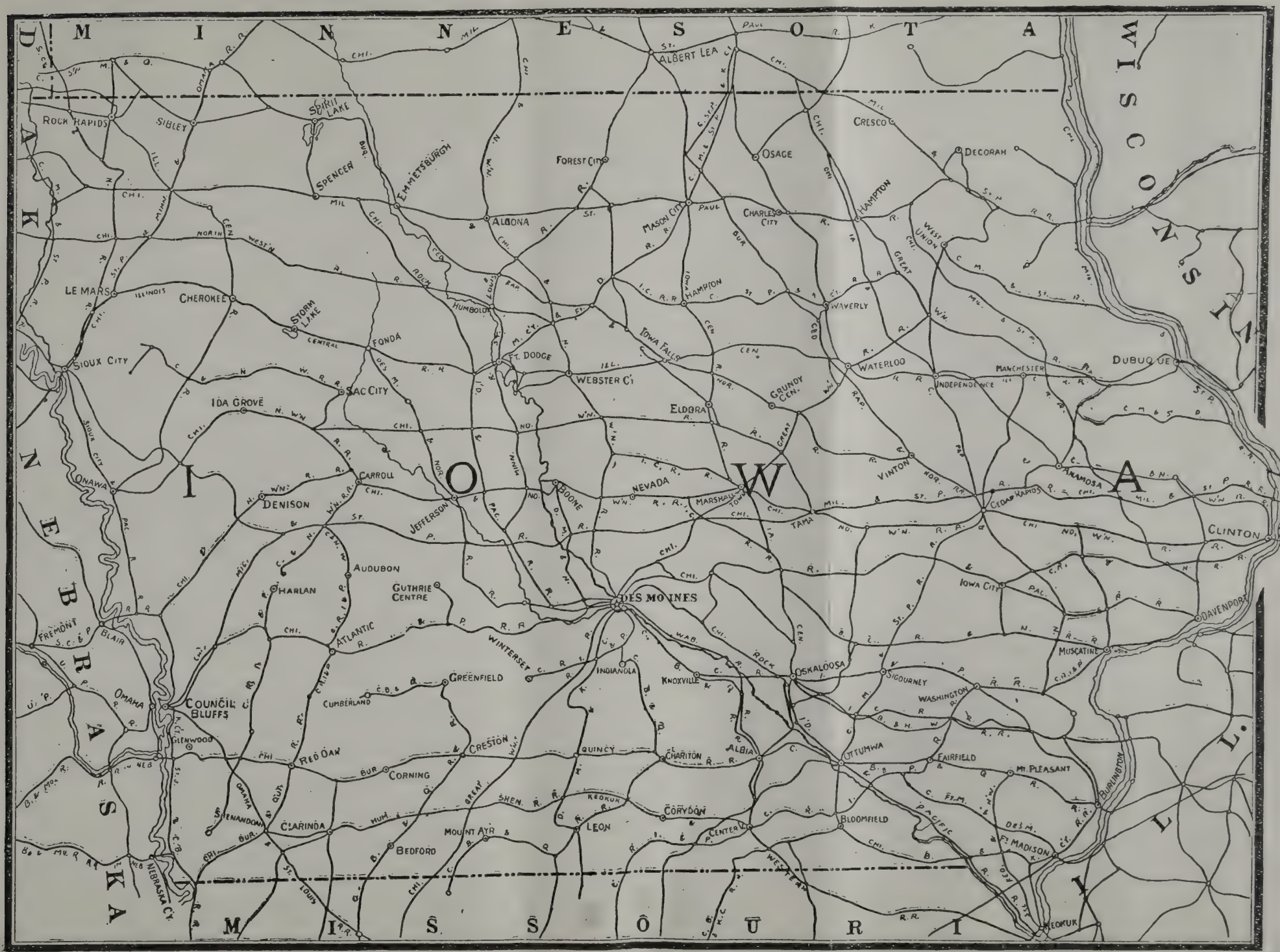
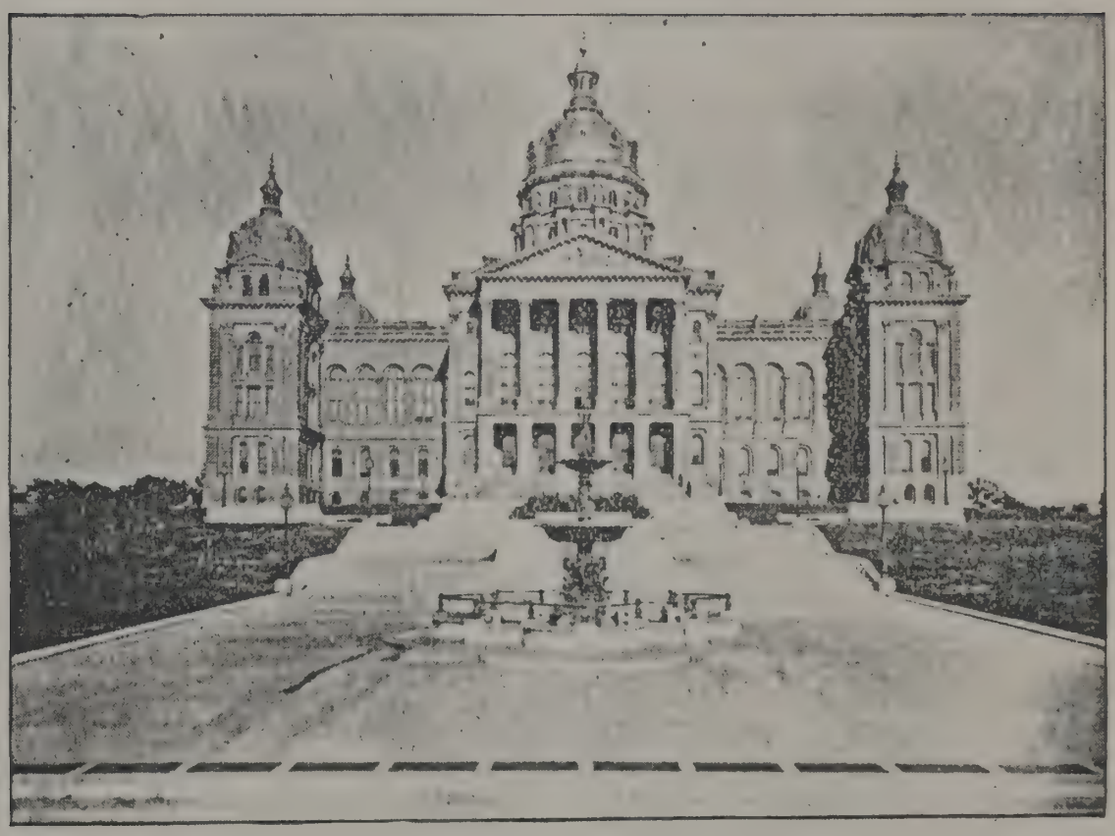
This is an ds and towns as they are and the actual
stem of Railways.



This is an exact reduction from Iowa Railroad Commissioner's Map. It shows railroads and towns as they are and the actual site of Des Moines as the Center of a more than State-Wide System of Railways.





IOWA STATE CAPITOL.

Commercial Exchange Directory Board.

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HENRY RIEGELMAN, 1st Vice-President.

L. YOUNG, 2nd Vice-President.

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J. H. McCORD. THE SECRETARY.

EQUITABLE BUILDING.

Des Moines Commercial Exchange.

THE COMMERCIAL EXCHANGE was incorporated in 1888, "for the promotion of the Manufacturing, Mercantile and other business interests of Des Moines."

Its membership includes the foremost business and professional men of the City.

It takes cognizance of whatever affects the best interests of Des Moines, and performs its functions without partiality.

The COMMERCIAL EXCHANGE is headquarters for Des Moines, always in order for strangers and friends, and wishing to do them the greatest possible service.

Persons desiring to know anything about Des Moines or desiring to make investments in Des Moines business will do well to call on the EXCHANGE. We always have something worth knowing about.

We invite correspondence with all who wish to better their condition. An examination of these pages will show that Des Moines offers great things in perpetuity to such as seek them, and that our advantages are an annuity to such as receive them.

All inquiries by mail or otherwise will receive the best attention of the Secretary.

CITY BUILDINGS.

As to This Pamphlet.

The purpose of this pamphlet is to show the resources and advantages of Des Moines as a place in which to succeed in business, to live well and reach the full measure of earthly enjoyment.

The information found in these pages is thoroughly reliable. While it is generally conceded that one may speak well of himself, we are not speaking too well of our city, and are keeping clearly within the actualities.

We are safely progressive. Depression periods are unknown to us. Our growth has been steady and healthful, because based on advantages not artificial and necessarily fleeting, but natural and necessarily lasting.

It will be observed that most of our illustrations are based on photographs. These, as well as the engravings, show the buildings as they actually exist.

The railroad map is accurate and does not show any town to disadvantage, as it is exactly copied from the State Commissioners' map.

Second Edition, September, 1893.

A careful examination of this pamphlet will show why our financial institutions and business houses have stood fast, with credit unimpaired, during the stress of this extraordinary summer, and why, amid almost universal distrust elsewhere, a strong bank could be organized here, and stock for a number of large, new enterprises could be placed among our citizens, and how we have been able to keep right on making miles of durable sewers and miles of first-class vitrified brick pavements, and how our private improvements are the surprise of visitors, and how Iowa is a state of steady going wealth-makers and debt-payers, with Des Moines as the metropolis and the Happy City of the Mississippi Valley.

ONE OF THE HIGH SCHOOLS OF DES MOINES.

Iowa the Peerless.

Des Moines is central and capital of that part of the Louisiana Purchase comprised between the Mississippi and Missouri rivers and the parallels of 40° 35' and 43° 30'. The aborigines named it Iowa, or "Beautiful Prairie." The surface is gently undulating, the streams are numerous and the waters sweet. The acreage is nearly 40,000,000, of which ninety-five per cent is tillable, deep, dark, fat soil. The elevation is eight hundred to fifteen hundred feet above sea level. Natural drainage is good and the climate is exceptionally healthful. No diseases are prevalent. The death rate is very low and an unusually large percentage of our people are awaiting in comfort for the on-rolling years to bear them to the only country that is better than their own.

Mineral Resources.

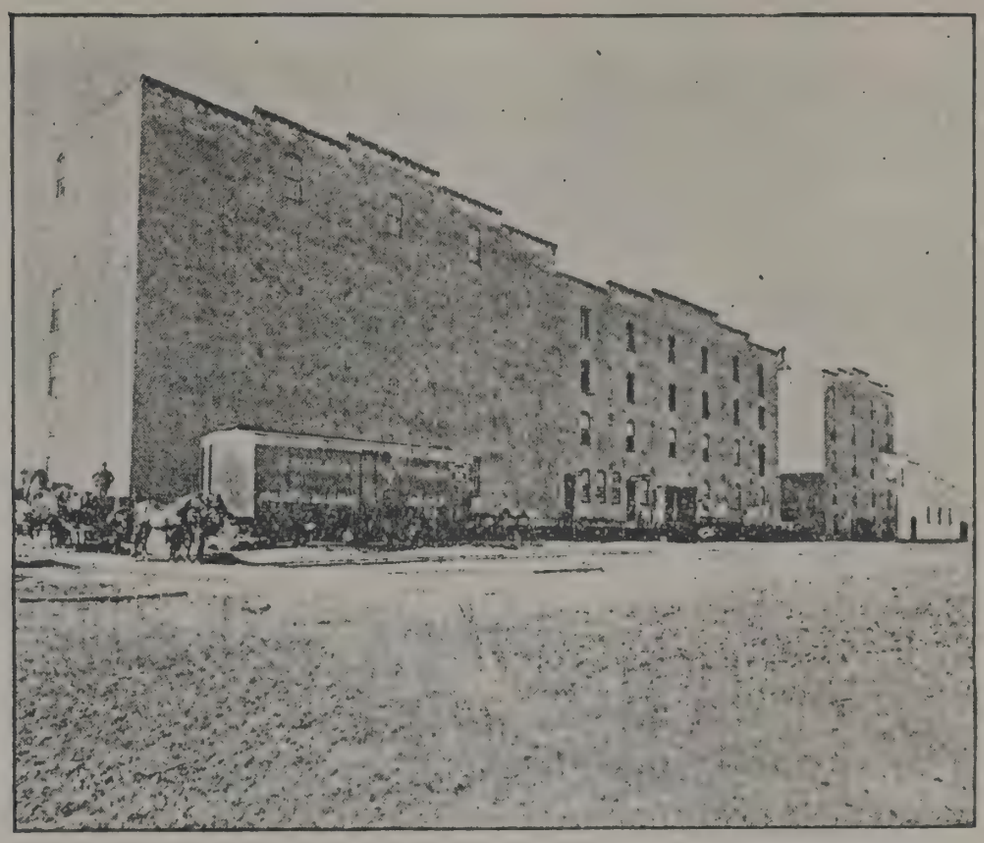
Iowa has various valuable ores, building stones, lime, clays, white sand, gypsum, coal, etc. In the gypsum product Iowa stands third among the States, and only fifth as to coal mined. About 20,000 square miles are underlaid with coal of excellent quality.

Timber, Fruits and Grasses.

Over one-tenth of the State is covered with timber of various sorts. Fruits and flowers abound responsive to the care that loves them, and the clover and the blue-grass and the trees spring up about every homestead to humanize the beauty of the matchless prairies.

Although the State is but partially settled, we make an excellent showing of its agricultural products, as will be seen by the table on the following page.

TOP WORKS OF CHRISTY COAL MINE.



DES MOINES PACKING HOUSE.

Agricultural Products of Iowa in 1891.

Corn	$105,263,483	Small fruits	750,000
Wheat	25,741,039	Timber products	3,000,000
Oats	26,636,484	Miscellaneous	10,000,000
Rye	1,333,410	Poultry	5,600,000
Barley	1,811,461	Hive products	550,00
Buckwheat	276,000	Butter	33,748,148
Potatoes	5,380,273	Cheese	450,000
Sweet potatoes	207,900	Wool	30,000
Grass seed	1,750,000	Sheep	1,430,750
Flax seed	2,523,212	Mules	2,459,938
Hay	40,291,340	Milch cows	23,923,975
Broom corn	270,570	Oxen and other cattle	47,038,341
Sorghum	904,718	Horses	91,911,133
Orchard products	3,000,000	Hogs	29,475,236

Iowa's Rank Among the States.

NO STATE DEBT.

First in number of schools, teachers and pupils, in proportion to population.

First in lowest percentage of illiteracy.

First in grain products per capita.

27.8 bushels grain per year per capita—counting the babies.

First in corn products per acre and per capita.

First in total corn products.

First in potatoes per acre and total product.

First in milch cows.

First in factory butter product.

Second in number and value of horses.

Second in number and value of oxen.

Second in flax seed.

Second in yield of hay per acre.

Third in gypsum output.

Fourth in railroad mileage.

No farm more than fifteen miles from railroad.

Fifth in bituminous output.

Ninth in capital invested in nursery business.

DES MOINES IS THE CAPITAL AND CENTRAL CITY.

DISTANT VIEW OF THE LARGEST STARCH WORKS IN THE WORLD.

FEDERAL BUILDING AND YOUNGERMAN BLOCK.

Startling Parallels.

The value of some of Iowa's *annual* products, compared with those of other States, *derived from government reports*, are as follows, at prices on the spot in each case:

Iowa Oxen and other cattle (not cows) . . . . . $	**47,038,341**
Exceeds the total of New England, New Jersey, Maryland, Pennsylvania and Minnesota, viz . . .	46,431,247
Also exceeds the total of Colorado, Montana and New Mexico, viz	44,606,671
Also exceeds the total of Alabama, Georgia, Florida, Kentucky, Louisiana, Mississippi, North and South Carolina, Tennessee and Virginia, viz	45,015,816

DES MOINES IS THE CENTRAL CITY.

Iowa Swine for 1892 . . . . . $	**54,348,874**
Exceeds the total of New England, Delaware, Maryland, New Jersey, New York, Pennsylvania, West Virginia, Ohio and Texas, viz	52,858,933
Exceeds the total of Missouri and Illinois, viz . . .	54,189,325
Exceeds the total of Kansas, Missouri and Kentucky, viz	54,028,761
Exceeds the total of Nebraska, Ohio, Texas, Minnesota and Michigan, viz	54,155,779

DES MOINES IS THE CENTRAL CITY.

Iowa Horses for 1892 . . . . . $	**83,041,533**
Exceeds the total of New England, Kentucky and Tennessee, viz	80,043,147
Exceeds the total of Texas and Michigan, viz . . .	76,811,072
Exceeds total annual cost of British Navy, viz . .	67,391,710
Exceeds cost of U. S. Postal Department, viz . . .	70,930,475

DES MOINES IS IN THE MIDST OF THEM.

Iowa Butter Product . . . . . $	**33,748,148**
Exceeds total gold output of United States, viz . .	33,175,000
Exceeds total petroleum output of United States, viz.:	32,575,188
Over seven times total salt output of United States, viz.:	4,716,121
Over twice total output of natural gas of United States; that is, twice	15,500,084
Would pay for all the improvements and *all the buildings* in the Columbian Exposition grounds (see report of Director Davis) to May 1st	33,243,930
Exceeds total gold and silver output of Colorado .	31,958,384
Exceeds total silver output of Montana	24,029,393

DES MOINES IS STILL THERE.

Iowa Corn Crop . . . . . $	**105,263,483**
Exceeds the total cotton crop of Alabama, Louisiana and Georgia (1888 the last report), viz	97,081,906
About equal to cotton crop of all Texas, and Georgia, viz	106,558,063

Exceeds total anthracite coal output of the United States, viz	73,044,735
Exceeds total gold and copper output of the United States, viz	71,630,300
Exceeds total silver output of United States, viz	75,416,565
Exceeds total imports merchandise at Boston, Baltimore and New Orleans, viz	104,108,576
Exceeds total imports merchandise at Philadelphia, Baltimore, Charleston, Savannah, Galveston, Portland and New Orleans, viz	94,695,171

DES MOINES IS IN THE MIDDLE OF IT.

Almost as much as total gold and silver output of United States	108,591,565
Four times silver output of Colorado, *i. e.* four times	27,358,384
Three times the gold and silver output of Colorado, *i. e.* three times	31,958,384
Seven times the gold and silver output of California, *i. e.* seven times	13,569,697
And more than cover the cost of original Pacific railroads	94,650,287
Would build the Nicaragua Canal	100,000,000

DES MOINES IS CENTRAL CITY.

Iowa Hay and Corn Crop	**$ 146,518,583**
Exceeds total pig iron output of United States	125,337,985
Exceeds total bituminous coal and natural gas output of the Nation	132,688,484
Exceeds total gold, silver, lead, zinc and quicksilver output of the Nation	134,670,973
Exceeds total gold output of the world in 1889	120,971,514
Exceeds total fire losses paid by Insurance Companies last year	142,000,000
Exceeds total wheat crop of Illinois, Indiana and Kansas	130,051,315
Exceeds total wheat crop of California, Minnesota and the Dakotas	135,792,103

DES MOINES IS CENTRAL CITY.

Iowa's Hay, Oats, Corn and Wheat	**$198,896,107**
Exceeds total coal output of the Nation	191,151,875
Exceeds the wheat crop of California, Minnesota, Kansas and the Dakotas	190,659,102
Exceeds the total agricultural crops of Old Mexico	150,339,501
More than twice the dividends paid by all the railways in the nation in 1891, *i. e.* twice	89,099,757
Exceeds total silver output of the world in 1889	158,759,468

DES MOINES IS CENTRAL CITY.

Iowa's Oats and Rye	**$ 27,969,894**
Exceeds Colorado's silver output	27,358,384
Exceeds total annual cost of Italian Navy	22,422,755

DES MOINES IS CENTRAL CITY.

Iowa Hay Crop	**$ 40,297,340**
Exceeds Colorado's gold and silver output	31,958,384
Exceeds total annual cost of the French Navy	39,207,565
More than twice the tea used in the United States in one year, *i. e.*, twice	14,167,411
Exceeds total gold and silver output of Australia	39,086,700
Exceeds U. S. Expenditures on Navy, 1892	29,174,138

DES MOINES IS CENTRAL CITY.

Iowa Hay and Oats Crop	**$ 66,927,696**
Exceeds total tobacco crop of the nation	43,666,650
Exceeds total cotton crop of Mississippi and Louisiana	63,932,695
More than twice the gross receipts of Western Union Telegraph Company for 1892, *i. e.* twice	23,706,405

DES MOINES IS THE DOMINANT CITY.

Of Coal Land Iowa has, square miles	**20,000**
Exceeds that of West Virginia	16,000
Exceeds that of Kentucky	14,000
Exceeds that of Pennsylvania	10,000
Exceeds that of Ohio	10,000
Exceeds that of Alabama	8,660
Exceeds that of Indiana	7,000
Exceeds that of Tennessee	5,100
Exceeds that of Georgia	200
Exceeds that of Great Britain	10,000

DES MOINES "REMAINS IN ITS PLACE."

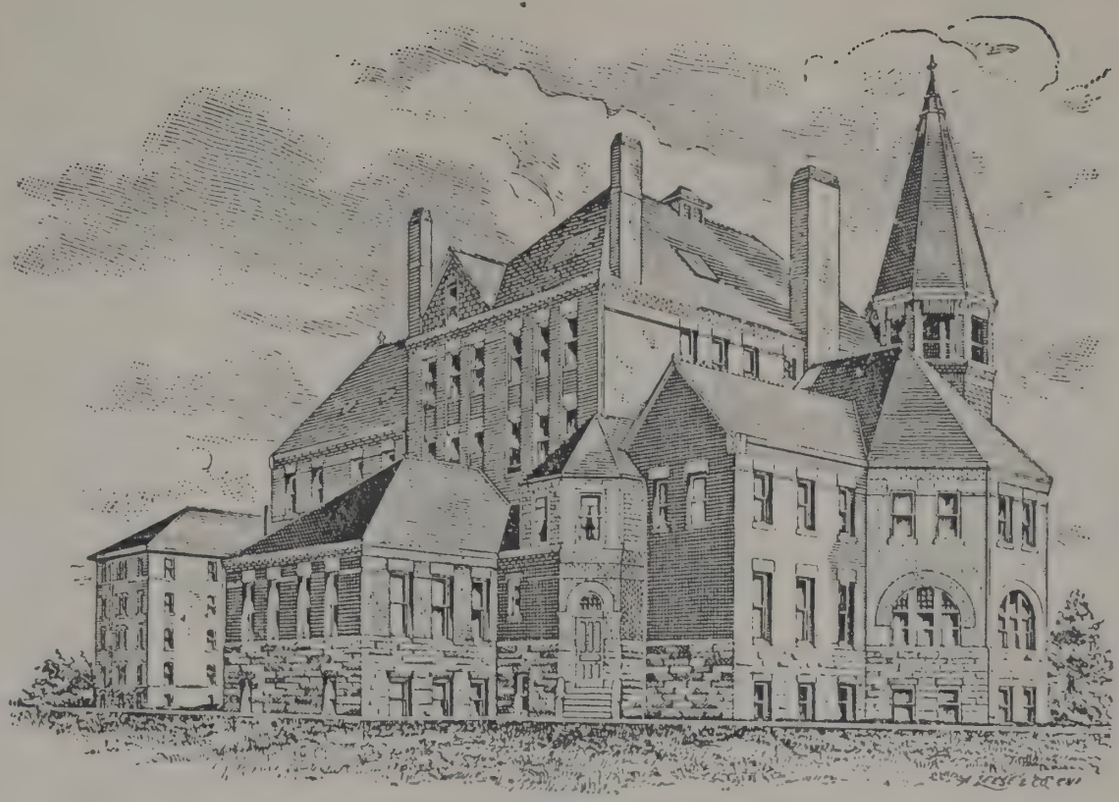
Iowa Savings Bank Deposits	**$26,115,348**
Exceed total of Delaware, Texas, Tennessee, Indiana, Wisconsin, Louisiana and Colorado	22,465,460
Exceed the total of Illinois, Indiana, Wisconsin and Texas	24,279,200

DES MOINES IS THE METROPOLIS.

Iowa Paid for Educational Purposes, 1891	**$6,706,249**
Delaware, Maryland, Virginia, West Virginia, North Carolina, Georgia and Florida paid	6,633,254
Of the population of Iowa the per cent enrolled in schools is	26
While that of Maine, New Hampshire, Vermont, Rhode Island and Connecticut is	18
Value of Iowa school property, 1892	14 241,256

DES MOINES IS THE LEADING CITY.

PORCH OF PRIVATE RESIDENCE.



ONE OF HIGHLAND PARK COLLEGE BUILDINGS.

As is to be Expected, The people of Iowa are prosperous Dun & Co. give the percentage of failures for 1892 as follows:

Eastern States	.0100
Middle States	.0070
Southern States	.0149
Western States	.0064
Pacific States and Territories	.0175
Average	.0085
Iowa	.0052

Thus Iowa's per centage is less than that of the lowest section, and therefore less than the average.

DES MOINERS ARE DEBT PAYERS.

Iowa Farm Lands And town lands are steadily increasing in substantial value. Mortgage indebtedness is steadily decreasing, the rate of interest paid is lessening. Iowa land securities are as likely to remain unimpaired as government bonds. Besides, more than one-third of the State—over twelve millions of acres—20,000 square miles—is underlaid with coal. This inexhaustible endowment is to play a very important part in the future history of the Capital City, Des Moines.

VIEW OF WINDOW AND PORCH OF A RESIDENCE.

DES MOINES.

Its Homes, Colleges, Churches and Manufactories.

Des Moines the Central City.

Central of this "Beautiful Land" of the Indians, and at the confluence of the Des Moines with the Raccoon Rivers, is the Capital City of Des Moines. The name comes from old Fort Des Moines, and more remotely, doubtless, from the Monks, who, charmed by the beauty of the spot, made their homes here among the Red Men.

The city is built upon the wooded hills and river bluffs, and the high bottom lands of the intersecting valleys, among which are many scenes vieing in beauty with those of any town in any land.

Competing Cities are,

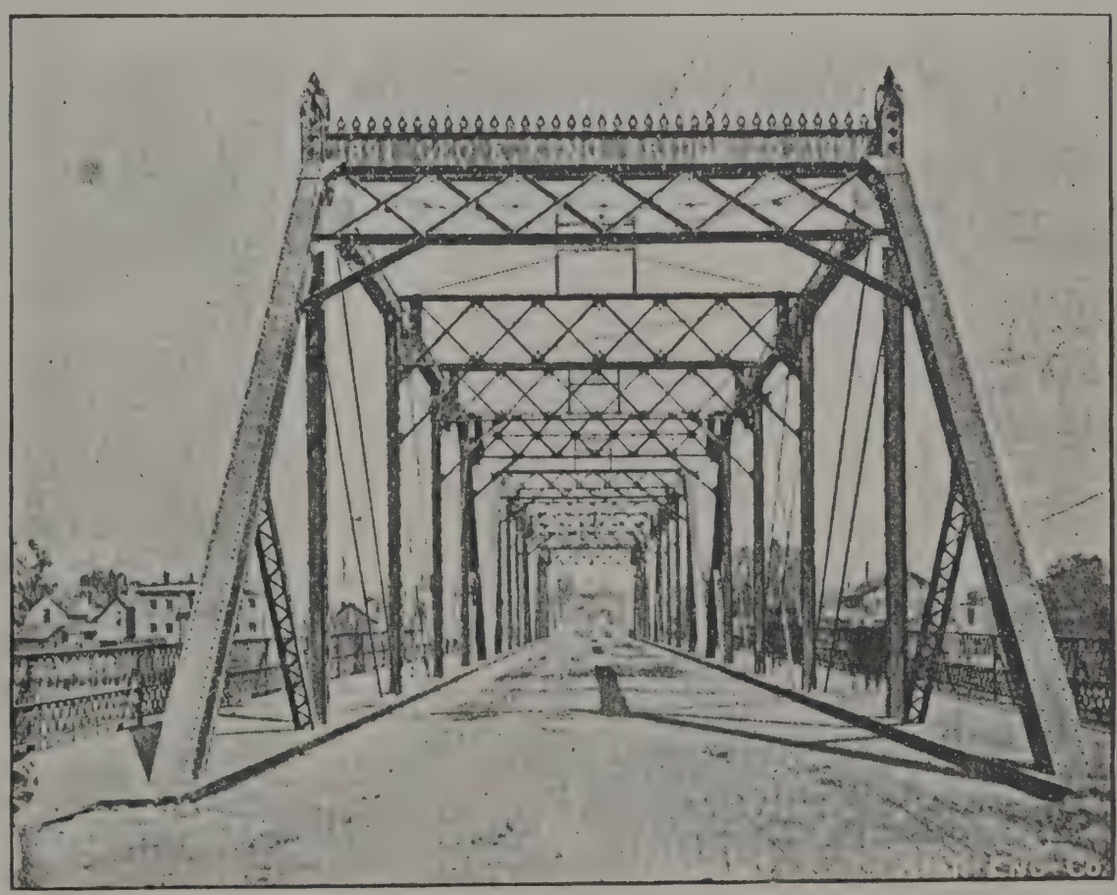
First, in a circle of 288 miles diameter, Omaha.
Second, in a circle 532 miles diameter, Kansas City.
Third, in a circle of 588 miles diameter, St. Paul.
Fourth, in a circle of 716 miles diameter, Chicago.
Fifth, in a circle of 720 miles diameter, St. Louis.

HOTEL SAVERY.

MALT HOUSE.

KRATZER CARRIAGE WORKS.

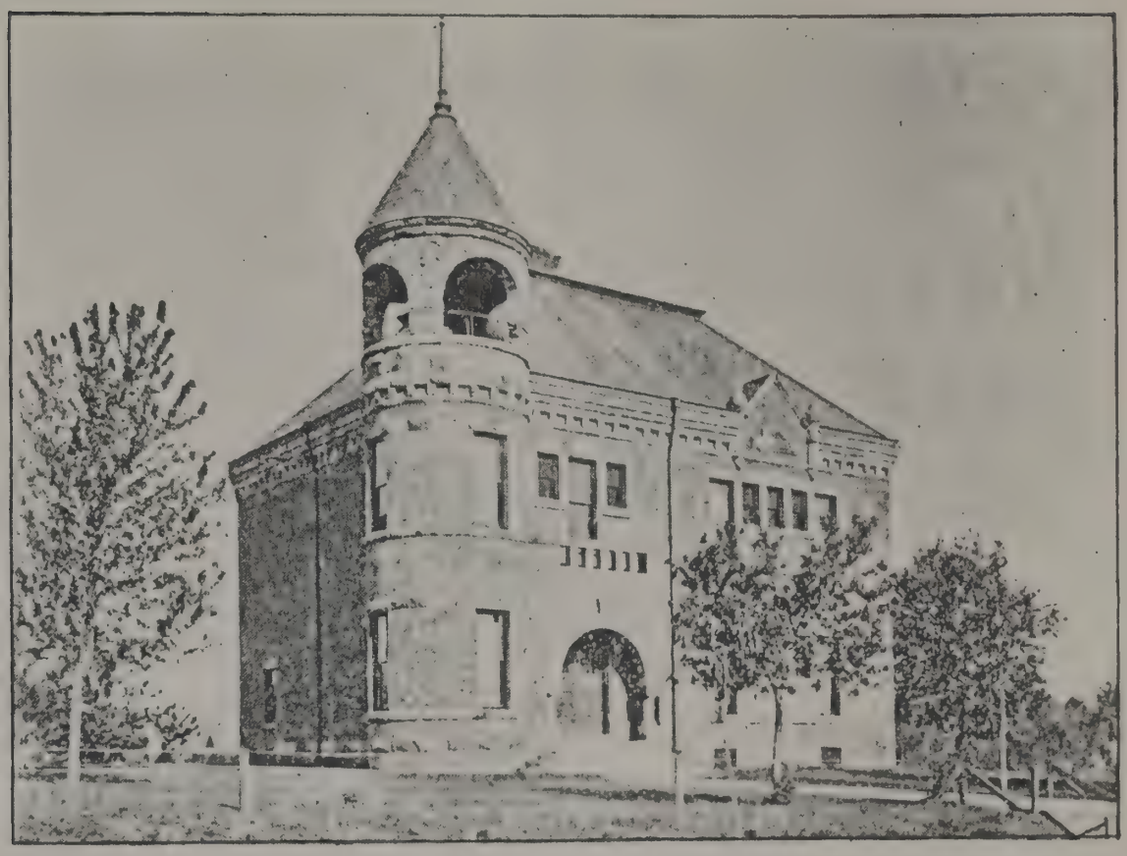
Seventeen Railway Lines Are concentrating and distributing freight and passengers for this central city. So convenient is this service that over one thousand commercial travelers are able to indulge in the luxury of a home in this City of the Middle Ground, by availing themselves of the one hundred and three daily trains conveying passengers outward from this city, that dominates the prairie country lying between the two great rivers, and that has become the focus of its industrial and commercial activities. Des Moines is the focus of a State wide railway system. See map.



ONE OF THE EIGHT BRIDGES.

The Growth of Des Moines Has been without spasms, unforced, steady and healthful, and by decades at the following rates, since 1860:

For the first decade	200 per cent
For the second decade	90 per cent
For the third decade	111 per cent
And for the last three years	40 per cent



ONE OF FORTY-FIVE SCHOOL BUILDINGS.

And our postoffice report shows a gain of 11 per cent for 1892, and our population, by census taken for the city directory for 1893, is 75,846.

Continuation of Growth

Is to be expected, and for adequate reasons. We have no periods of great depression, for Des Moines is a city of debt payers—steady growth is our habit. The present size of Des Moines is the result of an increase regulated by conservatism rather than forced by the shifty methods of those who care merely "to get there"—and is hardly as large as it ought to be. Des Moines is not overgrown. Our noblest, costliest buildings are fully occupied.

Cities are the Results of Causes.

Des Moines is the result of unhindered causes, which are to remain unchecked because irresistible. Note the situation: Central of the best all-around State in the Nation, whose climate is peerless among the Forty-four, whose agricultural products alone are about a half billion dollars per year, and whose percentage of savings banks deposits, and of schools, and of school attendance,

PART OF TOP WORKS, CHRISTY COAL MINE.

in proportion to the population, is greatest among the States. Note the unsurpassed railway connections (see map), with the most actually and potentially productive portion of the planet.

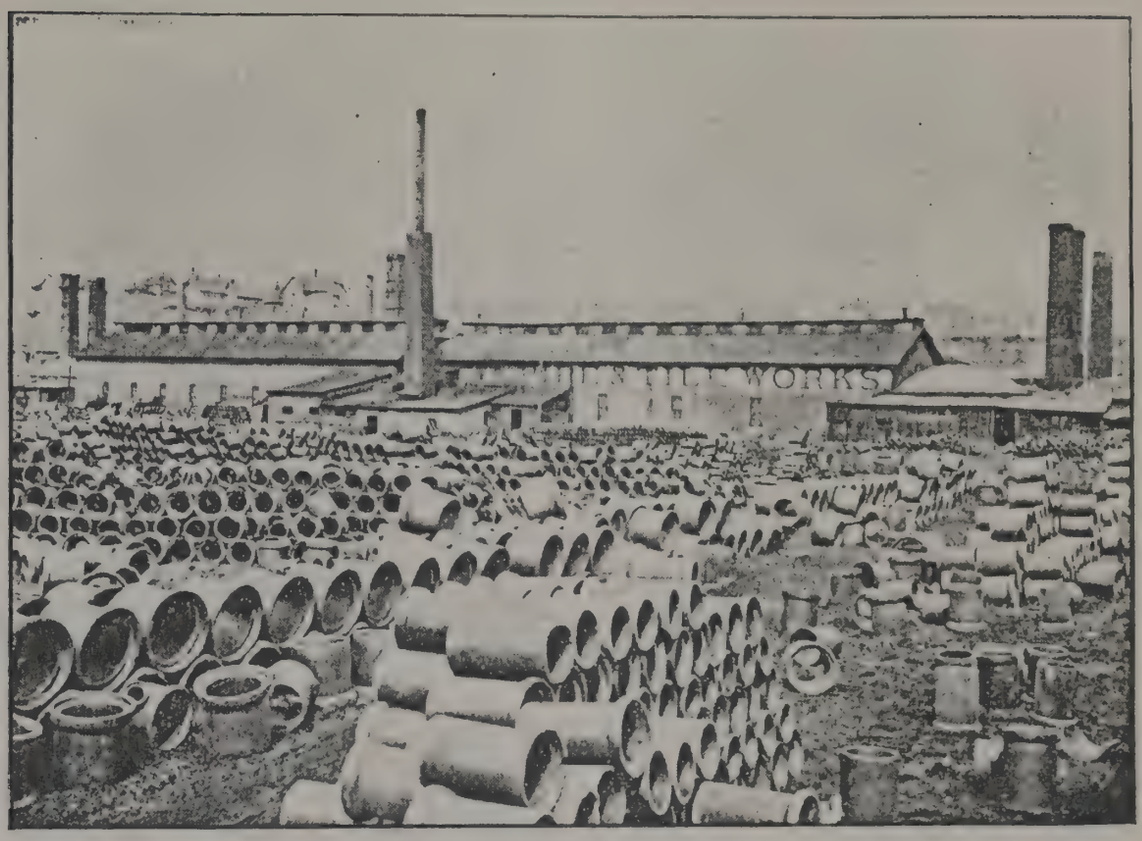
Chicago has	26	Buffalo has	11
St. Louis has	19	St. Paul has	11
DES MOINES has	**17**	Omaha has	11
New York has	17	Philadelphia has	11
Cincinnati has	15	Denver has	6

A Wide Encircling Zone

Is underlaid with coal, over 400,000 tons of which is mined per year, even within the city limits, and delivered to factories at but a slight advance on the first cost of the coal—indeed, some of the factories mine their own coal. This is an unfailing cause of growth, also a perpetual advantage over competing cities of $2.50 to $5.00 per ton of fuel, a gain of 5 cents to 10 cents per horse power.

500,000,000 Tons

Of available coal underlie Polk County, awaiting the miners. (See Mine Inspector's Report.) Des Moines is Central of Polk County. Surely with such a foundation on which to build, and such an environment constituting a "needs be," Des Moines will increase in numbers, in business, and in liberality and patriotism while the Nation lasts.



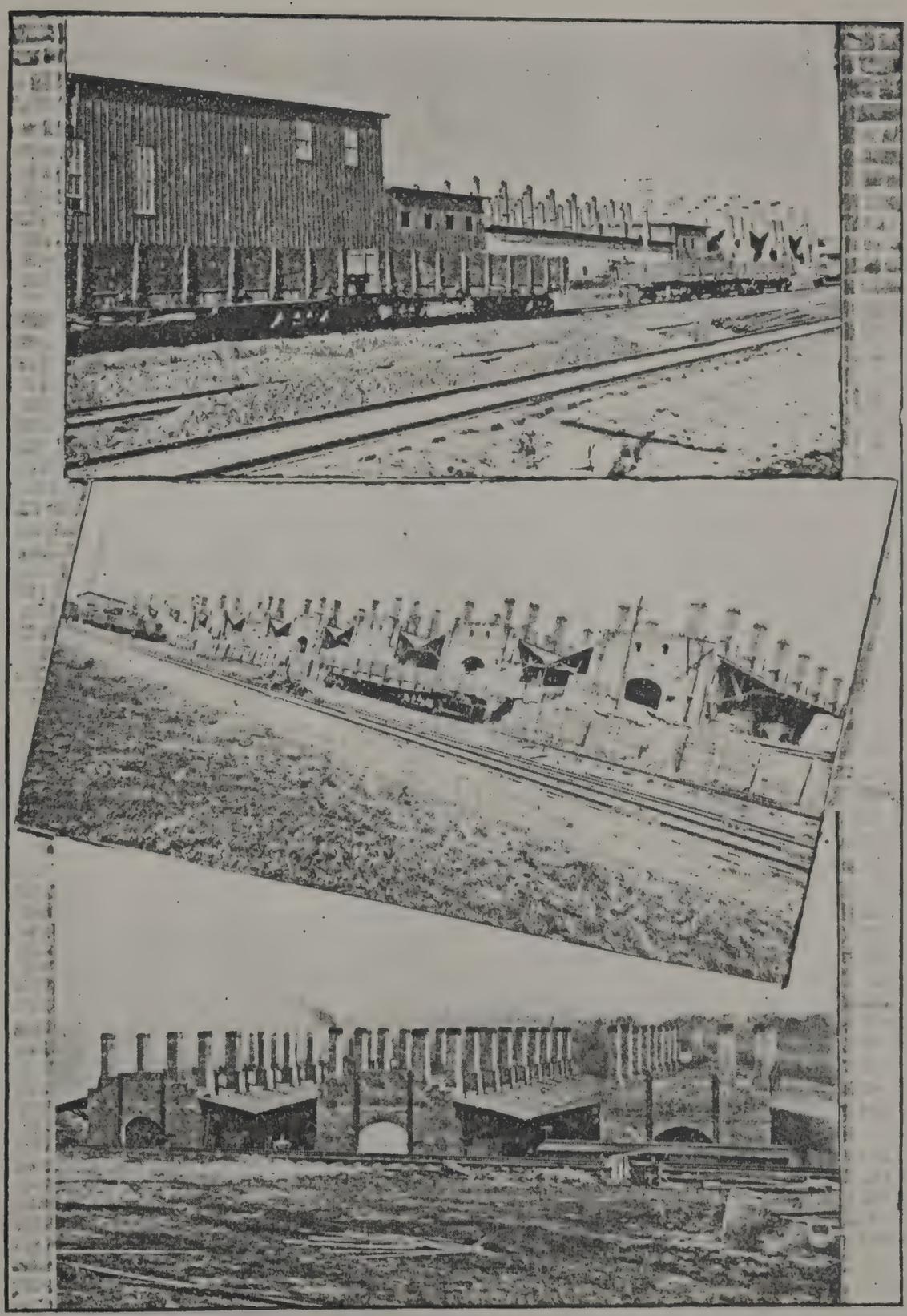
IOWA PIPE AND TILE WORKS.

Sand—
Silica Sand

Abounds in fine quality for glass making, and is easy of access. The use of bottles and jars in this city alone for proprietary medicines, pickles, etc., would furnish business for a glass making plant employing seventy-five to one hundred hands.

Clay of
All Sorts

Is also easily accessible and in abundant quantity in the hills about us. Some manufacturers are mining their clay along with the coal used in burning the bricks. This clay is of many sorts, stratum upon stratum, suitable for building, paving, ornamental and fire brick, retorts, crucibles and pottery—indeed, some of the finest pottery has been made from them. Our pottery establishments are increasing their business. We have about $650,000 invested in tile and brick works, with a capacity of over 250,000 bricks per day. Several large brick plants are to be erected during the season to supply the increasing demand for Des Moines paving bricks.



DES MOINES BRICK MANUFACTURING CO.

Sixty-five Churches, Beside various Missions and a thrifty Young Men's Christian Association, minister to the spiritual needs of the people. Among these are representatives of Adventists, Latter Day Saints, Unitarians, United Presbyterians, Friends, Hebrew, United Brethren, Disciples, Episcopal, English and German Congregational, Roman Catholic, English, German and Swedish Lutheran, Evangelical, Salvation Army, Baptist, Presbyterian, German, Scandinavian and English Methodist Episcopal, Christian Scientists, etc.

Almost without exception these church organizations occupy their own houses of worship, many of which are capacious and beautiful. The Y. M. C. A. owns its own building, valued at about $100,000, and is equipped with fine audience hall, reading rooms, library, gymnasium, baths, etc.

FIRST M. E. CHURCH.

ONE OF FORTY-FIVE SCHOOL BUILDINGS

Missions are Well Supported

In the suburbs, and in the central portion stands the New Calvary Mission Tabernacle, where a large number of children are gathered for instructions in handiwork and righteousness.

The Unfortunate are Cared For

In the well-appointed Home for Friendless Children, Benedict Home, in Cottage Hospital, Tracey Hospital and Drake Sanitarium, all of which are under competent management.

The City Schools

Are a source of never ending care and pride. Forty-five excellent school buildings, including two high schools, with nearly four hundred teachers, afford instruction to over 15,000 pupils.

These public schools take high rank with the schools of older eastern cities and are there regarded as object lessons of excellence in the pedagogic art and performance. Beside the public schools are several well equipped private and parochial schools.

CENTRAL BUILDING, DRAKE UNIVERSITY.

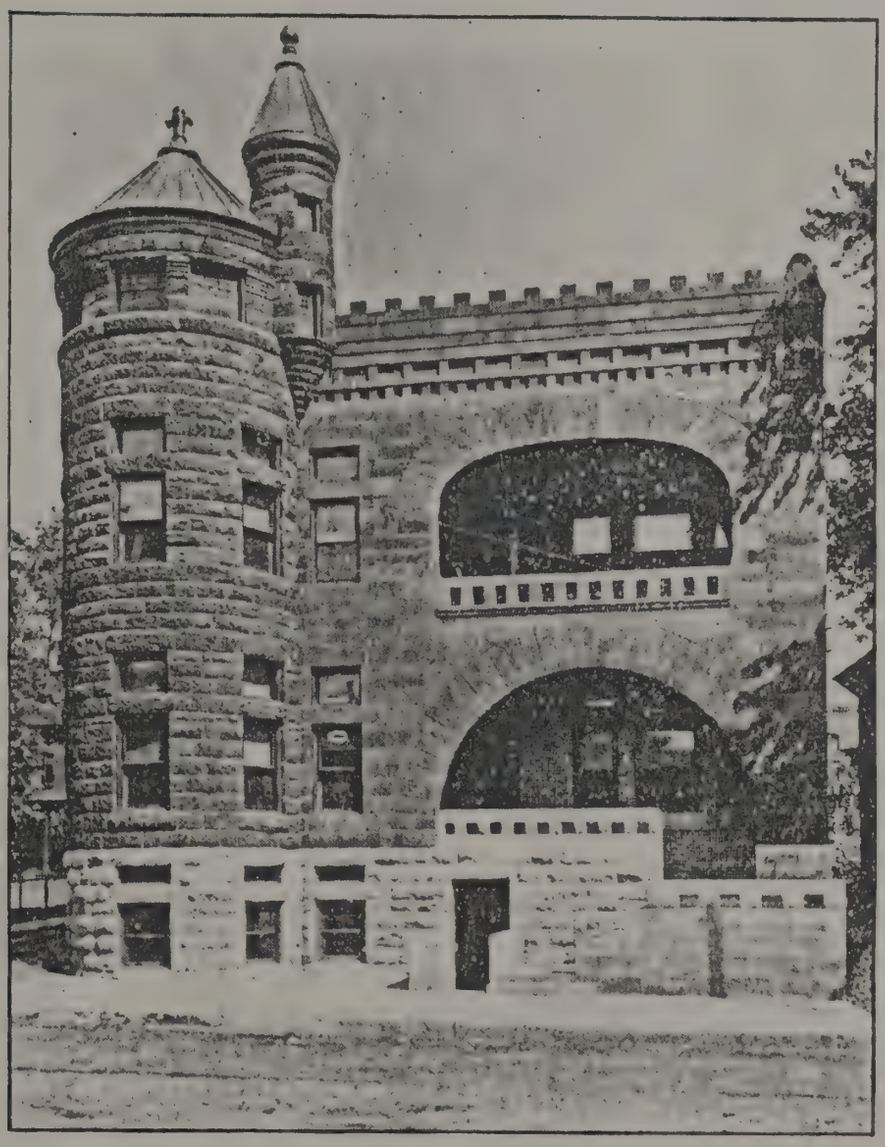
Colleges. The business training of the Iowan youth is led and cared for by the very popular Capital City Commercial College, Iowa Business College and People's Commercial College.

Des Moines is the seat of Iowa College of Physicians and Surgeons, Iowa Eclectic Medical College, Iowa Veterinary College, Iowa College of Law, Des Moines College, Callanan College, Highland Park College, Drake University and Des Moines College of Music, within whose halls over four thousand of the choicest of the State receive instruction unsurpassed by that of old eastern colleges.

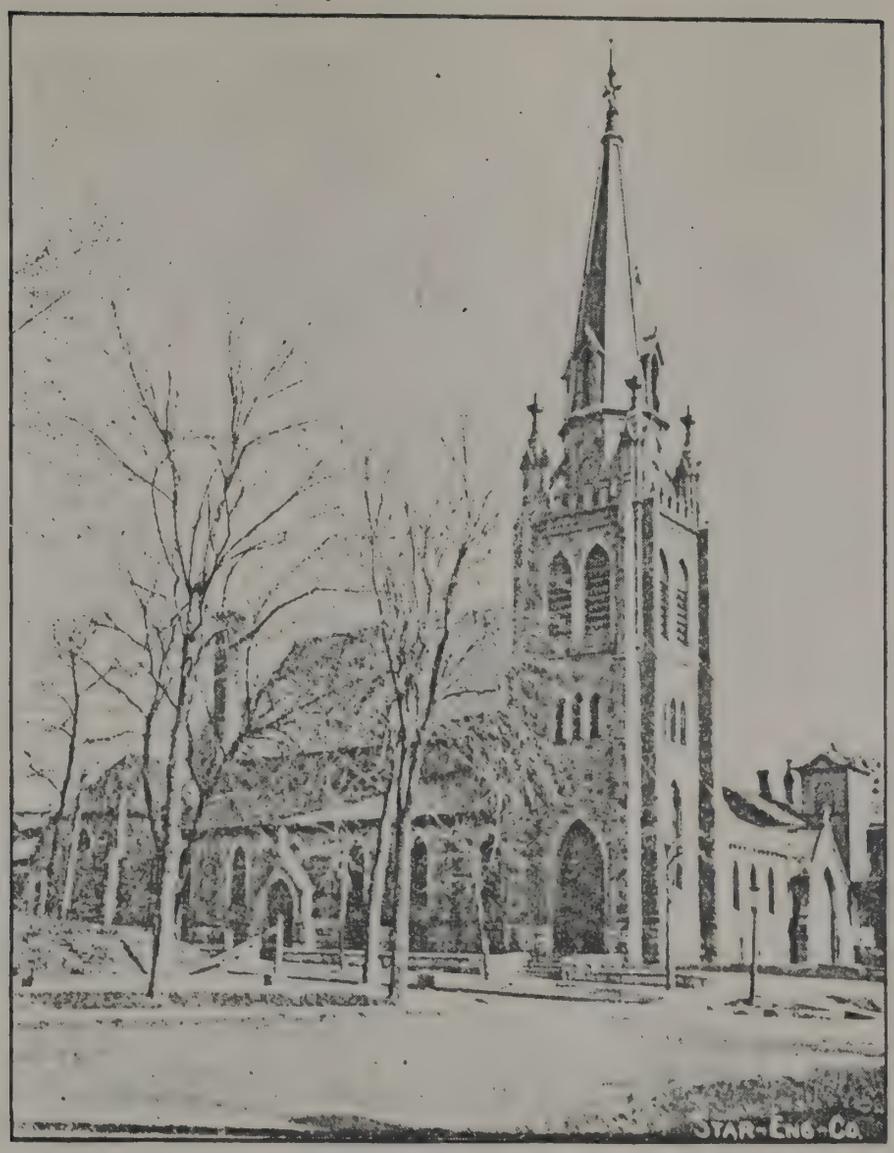
Thus the Homes and the Children Of Des Moines, as may be easily imagined, are safer than in most cities of like population, and the daily lives of this kind community are upon higher planes. Not only are the amenities and the sociabilities cultivated, but the more serious activities receive large attention, so that besides many purely social organizations,

Clubs and Classes

Abound for the exercise of charity, the support of beneficiences and good fellowship, and for the study and the putting under tribute of every philosophy and problem and personality of which the human mind or heart takes cognizance.



CLUB HOUSE.



ST. PAUL'S EPISCOPAL CHURCH.

Des Moines the City of Homes.

The best things of a State tend toward its Capital. The almost daily conventions of one and another sort—the session of the Legislature and of the State and Federal Courts—attract refined people in great numbers. With its uncounted influences and advantages, such as State and City Libraries, colleges, conservatories of music and art, and the gatherings of the choicest citizens from all parts of the State, Des Moines takes high rank as a residence city, and the furnishing and external appointments of Des Moines' residences give evidence of refined taste and a high appreciation of all elevating agencies The social, intellectual and religious attainments of Des Moines are doubtless unequaled by those of any western city.

GROUP OF DES MOINES RESIDENCES.

RANDALL & DICKEY BLOCK.

Such Perpetual Local Advantages, And such exceptional environment offer the best of chances for legitimate, non-speculative business, and especially for legitimately conducted manufacturing enterprises. Iowans are getting more and more in love with Iowa products and are thus giving increasing preference to home productions and home trade, so that all Des Moines enterprises, retail, wholesale or manufacturing start, with a sort of

Pre-established Good Will, And this purpose of standing by western enterprises is more and more prevailing among all western people. So, it may be repeated, that Des Moines enterprises start with an awaiting good will, which may not be lightly put aside by those who are seeking the best situation.

Iowans are a well-to-do People

And growing richer every year. The unfailing fertility of the prairie, under a climate of unfailing seed time and harvest, enables Iowans to command the comforts and enjoy the luxuries of life, and this they are prone to do abundantly.

No Such Markets

Exist, probably, for the good and useful things of life as exist within the boundaries of this great middle land which is tributary to Des Moines.

The Debt-paying Capacity

And habits of Iowans are so well understood among large eastern houses that they put only their most accomplished salesmen into Iowa territory. The volume of purchases and the certainty of payment make this trade worth striving for. Des Moines houses are getting the best of it, for the desire of these markets is first for home products. Des Moines is fast becoming the center of supplies. The history of all enterprises started here that have fairly possessed the elements of success, shows a steady and remunerative growth. Enterprises that deserve success anywhere will secure abundant success here. Conditions of success await the man.

Public Convenience.

The Des Moines Street Railway Company is operating all the lines in the city under what is acknowledged to be one of the best equipped and conducted electric street railways in the country. It has 2,000 horse power capacity. Its extension of tracks and service keep even pace with the fast widening suburbs and furnish quick, safe communication between all parts of this openly planned city.

A carefully constructed system of Water Works, embracing immense filtering apparatus, supplies, thus purified, the softest, safest water in the Mississippi Valley.

Abundant and exhaustless water for manufacturing is obtained on high bottom lands by what is known as the "Driven Well." Such water costs only the pumping.

The Falls

Of the river Des Moines furnishes about 2,000 horse power, which is distributed by wire throughout the city to lamps and motors. The Edison Electric Light and the Capital City Gas and Electric Light Plants furnish additional light and power to meet all demands.

KIRKWOOD HOUSE.

The Hotels of Des Moines Rank very high in liberal provision for and careful attention to the needs of guests. They are large and abundant for emergencies, and are so home-like and attractive as to secure a convention of some sort almost every day in the year.

Producers' Association. Des Moines has a unique business club, the Producers' Association, whose function is to cultivate the habit of preferring home-made goods. It urges purchasers always to inquire, "Is it made in Des Moines?" This results in larger sales and better quality of home-made products, since there is a steady comparison of home-made with foreign-made articles, all of which is very helpful to new industries as well as older ones.

Opera Houses and Halls. Des Moines has two large, finely appointed Opera Houses and one handsome music hall and the Calvary Mission Tabernacle, all of which are in almost constant use for concerts, conventions, etc., besides numerous smaller halls for clubs, societies, etc.

HARRIS-EMERY BUILDING.

1815091

Des Moines Retail Trade

Keeps pace with the rapid growth of the city. Improvements are always in order with our retail houses, insomuch that among them are found the most complete and best stocked stores in the Mississippi Valley. Our people have no need to place orders out of town to get the best the world affords. In this, as in all kinds of business here, the ordinary conditions of success result in abundant reward.

Des Moines Wholesale Trade.

Des Moines jobbers are aggressive and alert and constantly extending the field of their operation. Our extraordinary facilities for distributing freight, not only to Iowa, but to surrounding territory, together with our splendid environment, have promoted the upbuilding of an exceptional jobbing trade in Des Moines. Our jobbers are attending strictly to business and as a result are meeting with unusual success.

Des Moines Jobbing

Business of 1892 was	$40,069,991
Exceeds total petroleum producing business of the nation	32,575,188
Exceeds total gold producing business of the nation	33,175,000
Exceeds total copper producing business of the nation	38,455,300
Exceeds total bituminous coal producing business of Pennsylvania	38,204,009
Exceeds total gold and silver producing business of Colorado	31,958,384
Exceeds the total improvements and buildings for Columbian Exposition business up to May 1	33,243,930
Exceeds total merchandise importing business of Baltimore, Galveston, New Orleans, Savannah, Charleston and Portland	35,688,590

Des Moines Manufacturers.

In manufacturing, four prime factors must coincide —*cheap power, cheap material, fair priced labor* and *markets at hand demanding the output.* Des Moines possesses these in a marked degree. Coal at a moderate advance over first cost of same. What grows not about Des Moines is cheaply freighted here. The walking delegate is rather a stranger here, and skilled, first-class men are not under the domination of unskilled, uncertain men, who demand equal pay with their betters. Women have not yet the chances for factory work found in most towns of 75,000 inhabitants.

Des Moines Dominates

The richest agricultural district discovered by Christopher Columbus, and it is now inhabited by the most generous purchasers and the surest payers. From Des Moines as a center, railways are braided all over this dominion—*more railways than* Cincinnati has, more than Philadelphia, more than Buffalo or St. Paul, or Omaha or Denver.

Des Moines' manufacturers are shipping goods to the Gulf States, the Pacific States and through the Eastern States to the hemisphere Columbus sailed from. Manufacturing in Des Moines, like all other industries here, if conducted upon ordinary business methods, succeeds abundantly. Good management and adequate capital assure success.

DES MOINES MANUFACTURING AND SUPPLY CO.

Des Moines Manufacturing

Business of 1892 was	$16,762,538
Three times the salt producing business of the nation	4,716,121
Two times the lime producing business of the nation	8,033,700
Exceeds the coal mining business of Illinois and Indiana	16,637,131
Exceeds the gold and silver producing business of Utah	11,963,131
Exceeds the gold and silver producing business of California	13,569,697
Exceeds the natural gas producing business of the nation	15,500,084

We are making and have under contract for this season:

Public Improvements.

Curbing	5.58 miles
Sewers	20.00 miles
Brick Paving	257,465 sq. yds.

This paving is of Des Moines vitrified bricks and is laid upon a thick substratum of concrete with a sand cushion

between. The spaces between the bricks are filled full of the best paving pitch applied at boiling heat, 350° Fahr.

These improvements amount to $1,075,000, and are being made right along, furnishing employment for hundreds of men during the financial stress of this season of 1893.

The Climate of Des Moines Which is a fair average for the State, is shown by the following table, furnished by the State Weather Bureau, of temperature and precipitation for 1892. Note that the rainfall is most during crop growing months:

MONTH	TEMPERATURE—DEGREES FAHR.			Precipita-t'n—inches
	Maximum	Mean	Minimum	
January	50	17.8	-26	1.60
February	50	29.0	- 1	1.35
March	73	33.6	6	2.47
April	72	47.0	25	3.36
May	75	54.8	35	8.77
June	92	69.0	48	3.41
July	95	73.8	50	8.64
August	95	72.0	47	2.45
September	92	65.8	39	1.12
October	87	55.2	25	2.54
November	64	33.6	12	0.26
December	54	19.6	-12	1.95
Annual	95	47.6	-26	37.92

Death Rate Per thousand in Des Moines compared with that of other cities. Taken from official reports.

Lowell, Massachusetts	26.95	Chicago, Illinois	18.23
San Antonio, Texas	26.56	Detroit, Michigan	18.00
Boston, Massachusetts	26.00	Los Angeles, California	16.00
Montreal, Canada	24.24	Chattanooga, Tennessee	13.00
Baltimore, Maryland	23.25	Saint Paul, Minnesota	11.68
Cincinnati, Ohio	22.11	Minneapolis, Minnesota	10.80
Memphis, Tennessee	21.95	**DES MOINES, IOWA**	**8.6**
Atlanta, Georgia	20.12		

Debt per Capita. Census 1890:

Cincinnati, Ohio	$ 83.32	Indianapolis, Indiana	17.51
St. Paul, Minnesota	54.55	Portland, Oregon	15.09
Columbus, Ohio	50.18	Omaha, Nebraska	12.95
St. Louis, Missouri	48.87	Chicago, Illinois	11.98
Minneapolis, Minnesota	38.98	Detroit, Michigan	10.76
St. Joseph, Missouri	31.08	**DES MOINES, IOWA**	**8.12**

As to Subsidies. The natural and perpetual advantages of Des Moines are better than a bonus. They are unfailing. A bonus is evanescent. They are a sure annuity. A bonus is a bait, alluring the unwary. It conceals a hook barbed to hold the recipient in perpetual disadvantage.

A bonus is unfair to industries already existing. A bonus receiver surrenders his independence and must become a bonus giver. He is handicapped with the never-ending tussle to overcome the insuperable; to build a business under severe limitations, to build a city where the conditions call only for a village. It is a well known fact that a large number of bonus receivers are languishing because they are thus handicapped and hindered by ill adapted locations. The notable declination of a bonus once offered on a Peak in Palestine is still examplary.

MARQUARDT BLOCK.

Banking. Des Moines ranks as one of the most successful and conservative money centers of the west. Surrounded by a territory of unsurpassed natural resources, it has an exceptional basis for profitable banking. As population and manufacturing increase, and industrial enterprises are developed so as to be in keeping with the financial institutions, as is now rapidly taking place, we shall become the money center for Iowa and a large outlying territory. We shall have as great facilities

IOWA LOAN AND TRUST CO. BUILDING.

to offer as are found in like cities of sister States. The tendency of Iowa banks is to concentrate deposits in Des Moines banks, thus creating a State wide banking system which will be unsurpassed.

Des Moines has four National banks, two State banks and ten Savings banks, with a capital of $2,000,000.00 and deposits amounting to $6,000,000.00, with clearing house balances of $52,942,375.00.

Loan Companies. Besides the exceptional banking facilities, we have in Des Moines six well organized and prosperous loan and trust companies, with a combined capital and surplus of $2,500,000. These companies lend money for Eastern and European investors to borrowerers within this State and other Western States. It is very commendable to these companies themselves and to their patrons that this line of business originated for the West in this city and their business has prospered and the highest credit has been maintained from the beginning to this day. Every enterprise which furnishes good security can get money cheaper in the city of Des Moines, through the banks and loan companies, than in any other western city of 75,000. The conservative character of our population makes up the like character of our financial institutions. This results always in high credit and cheap money. Loan and trust companies flourish here because of the excellent credit of the borrowers and the certain security in our farm lands and city property. Rates of interest on real estate security range from 6 to 7 per cent, according to the character of the security and the borrowers. No more forcible argument in favor of the city can be given than the certainty of the continued solidity, strength and progress of its financial institutions. These six loan and trust companies are under the management of Des Moines men; here they began their business; here are their homes; here they are protected by reasonable laws, not subject to petty annoyances; here they are among a conservative, honorable people within the city and throughout the State of which Des Moines is the center; here they will continue and, with the banks, keep Des Moines the financial center of a great State and a financial factor in the country.

Insurance. Des Moines is well known as the home of many insurance companies. The foundation began to be laid about thirty years ago, since when, company has been added to company until now "their name is Legion," and almost all well-to-do citizens are stockholders. Thus the companies partake of the solid, steady growing character of the

citizens. The conditions which have resulted in the healthy, reliable growth of these financial institutions have contributed also to the strength and high character of Des Moines insurance companies. These companies are doing a large business beyond the state and form one of the most important and beneficent interests in the city and the commonwealth.

The insurance business of Des Moines companies for 1892 is thus: Assets, $4.322,322.00; policies written in 1892, $1,119-888,214.00.

PORCH OF PRIVATE RESIDENCE.

The Real Estate Interests

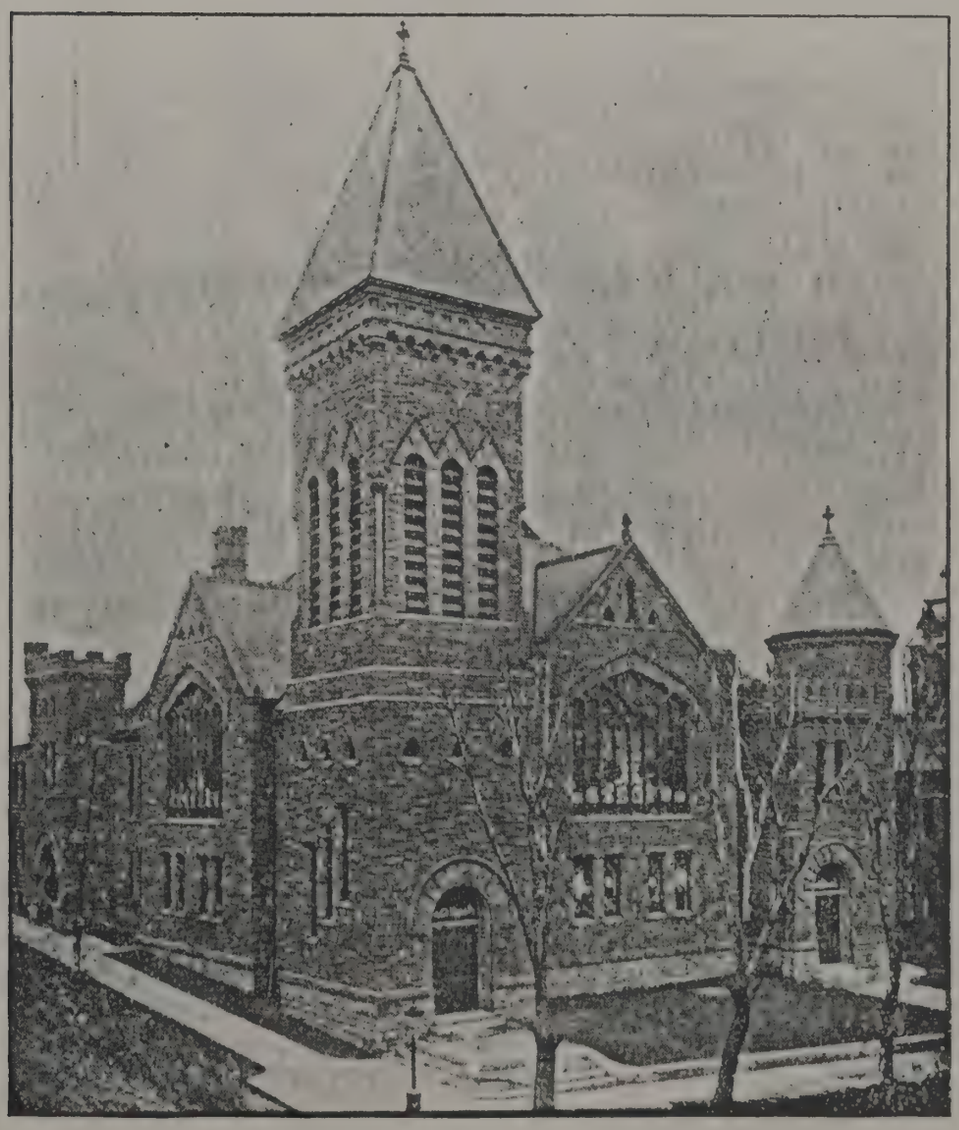
Of Des Moines have always been in safe, conservative hands; so that, while there has ever been a steady, reasonable advance in values there has been no inflation, no wild, reckless speculation. It follows that there has been no collapse such as has visited the "overboomed" cities of the west, and in view of the prices that have always prevailed, there never can be any. It is a marvel

THE ILIAD.

to all visitors that property here is held so low, considering the vigorous growth of the city. Values have risen even less rapidly than the increase of wealth and population would have warranted. This means that there is plenty of room for advance which is sure to come with the continued growth of the city.

Vacant business lots advantageously located are for sale at figures that will enable the purchaser who improves them to realize at once a handsome profit, to say nothing of the future growth in value of real estate. Improved business property can be had at prices that will net the owner seven or eight per cent or more after paying taxes (which are lower than in most growing cities,) and providing for all other expenses; in addition to which he will have the future growth in value. The suburbs afford many beautiful residence sites to be had at reasonable prices and on easy terms. The prevailing low prices induce most residents of the city to buy and build for themselves, so that Des Moines is emphatically a "City of Homes," where almost every one owns his own home.

During the last year or two, with a general stagnation in real estate in other western cities, the market in Des Moines has been constantly growing better. The transfers, so far in 1893, have very greatly exceeded in number and amount those of the corresponding months for some years past. Sales are mostly to persons who want property for their own use, though there has been a perceptible increase, in the last eighteen months, in the number of sales to persons buying purely for investment. All things indicate an active rising market for the immediate future, and that now is a favorable time for investment.



CHURCH OF CHRIST.

Municipal Government of such a city ought to be, as it is, above the average. The business streets, as well as most of the residence streets, are paved, and in large part, with bricks made within the city limits. An adequate sewer system furnishes healthful and ample drainage. The city buildings, large additions to which are just completed, are models of solidity and convenience and safety. Eight beautiful steel bridges span the rivers flowing through the city. Liberal provision is made for several public parks, of wide extent and great natural beauty, already wooded and exceedingly attractive.

Y. M. C. A. BUILDING.

ONE OF THE FORTY-FIVE SCHOOL BUILDINGS.

The Press Is a pretty good index of a city's intellectual activity. Des Moines has the following sixty-nine periodicals, thus:

Capital	Daily
Iowa State Register	Daily
Leader	Daily
News	Daily
News	Semi-Weekly
Anzeiger	Weekly
Argonaut	Weekly
Artisan	Weekly
Avalanch	Weekly
Capital	Weekly
Iowa State Register	Weekly
Die Post	Weekly
Enterprise	Weekly
G. A. Advocate	Weekly
Highway and Banner	Weekly
Homestead	Weekly
Household Journal	Weekly
Iowa Christian Advocate	Weekly
Iowa Farmers' Tribune	Weekly
Iowa Farmer	Weekly
Iowa Jeffersonian	Weekly
Iowa Secretarial Letter	Weekly
Leader	Weekly
Mail and Times	Weekly
Messenger	Weekly
National Traveler	Weekly
Plain Talk	Weekly
Polk County Farmer	Weekly
Prohibitionist	Weekly
Saturday Review	Weekly
Svithoid	Weekly
Western Worker	Weekly
Zeitung	Weekly
Delphic	Semi-Monthly
Iowa Odd Fellow	Semi-Monthly
Kell's Iowa Turf	Semi-Monthly
Western Farm Journal	Semi-Monthly
Underwriters Review	Semi-Monthly
Accountant	Monthly
American Redman	Monthly
Chickens	Monthly
Christian Worker	Monthly
Christian Visitor	Monthly
Collegium Forense	Monthly
County Schools	Monthly
District Tidings	Monthly
Health Bulletin	Monthly
Highland Park Exponent	Monthly
Iowa Endeavorer	Monthly
Ia. Med. and Surgical Reporter	Monthly
Iowa School Journal	Monthly
Iowa S. S. Teacher	Monthly
Iowa Union Signal	Monthly
Legion of Honor Herald	Monthly
Little Spark	Monthly
Midland Mechanic	Monthly
National S. S. Journal	Monthly
Northeast	Monthly
Ornothologist and Botanist	Monthly
Parish Outlook	Monthly
Parish Visitor	Monthly
Schoolmaster	Monthly
West. Garden and Poultry J'rn'l	Monthly
Woman's Standard	Monthly
Universalist Secretary	Monthly
Weather and Crop Review	Monthly
Bee-Keeper	Quarterly
State Notes	Quarterly
N. W. L. of Honor Helper	Quarterly

The State Agricultural Society

Of Iowa owns about three hundred acres of beautiful rolling prairie land within the city limits. This has been generously prepared and thoroughly equipped for a permanent home of the great State Fair of Iowa. These beautiful, elevated grounds comprise fine parks of native timber and noble, permanent buildings for each of the great interests of the State. This Fair is held through the whole first week in September and attracts not only all Iowans, but large numbers from neighboring States. The attendance during the exposition week is 40,000 to 50,000 per day. Manufacturers from all parts appear here with their products, and many own permanent buildings for exposition uses. The Des Moines Producers' Association last year erected a very large pavillion, in which only home made goods were shown. This exhibit was so attractive and successful that the capacity of the building will be largely increased. Fair visitors, as well as visitors to the Fair, seeing the products there displayed, are wont also to inspect the factories in which they are made, which is a decided advantage to manufacturers, all of whom state that this great Fair is a decided advantage to them.

Miscellaneous.

The State Capitol at Des Moines cost $3,000,000.
The Federal building cost $330,000.
The State Fair property is valued at $300,000.

The hotels of Des Moines accommodate about 5,000 guests.

The hotels and boarding houses comfortably entertain 40,000 to 50,000 per day during State Fair week.

Des Moines has a convention almost every day.

Lake Tac Hussey—a widening of the river—is about seven miles long and sports a fleet of steam yachts and myriad smaller craft.

The Colfax mineral springs, a popular health resort, are within 23 miles; and Spirit and Okoboji lakes are within easy distance, and are much famed for pleasure, hunting and fishing.

An annual increase of $5,000 to the teachers' fund has been necessary to keep pace with the city's growth.

The Starch Works here are the largest on the planet.

A million dollar bank has just been formed here.

During a period of 13 years Des Moines has had a yearly average of 124 clear days and 136 fair days, and a mean annual precipitation of 35.47 inches.

Two large brick manufactory plants have been put in operation the present summer.

Points of Interest.

Des Moines is the leading city of Iowa the Peerless.

Is in direct railway connection with every town.

Is leading jobbing city in the Mississippi Valley.

Its corporate limits include fifty-four square miles.

Des Moines has a lawn and garden with every house.

Its streets are well shaded—a city of trees.

Cost of living less than any city of 75,000 inhabitants.

It has about fifty miles of electric street railway.

It is abundantly lighted with gas and electricity.

It has an abundant supply of soft water.

It has forty-five fine school buildings, eleven colleges and one university.

The yearly grain trade of Des Moines is over twenty millions of bushels.

Des Moines has in process of construction the largest implement warehouse in the Nation.

It has sixty-five churches.

The number of manufacturing establishments is 400.

The number of employes is about 10,000.

The value of manufactured products is $16,962,538.00.

The water power used in lighting, etc., is about 2,000 horse power.

Des Moines mines its own coal within city limits.

Mortality less than any other city of 75,000 inhabitants, and our hearse tires are very rusty.

Photographs for the half-tone engravings used in this pamphlet were furnished by H. N. LITTLE, ESQ. . . . . .

When the Bloom is on the Corn.

When the golden rod is budding
  On the hills and by the streams,
As an earnest that it soon will glad
  Our eyes with sunny beams;
When the katydid persistent sings
  From early eve till morn,
All nature seems to joy with us
  When the bloom is on the corn.

The golden rod with nodding plumes
  In every waste spot grows.
The katydid in thrilling tones
  Pipes the only song he knows;
Aesthetic people at these two
  May curl the lip of scorn,
But flower and song are dear to me
  As the bloom upon the corn.

I sit me down sometimes and long
  For those bright fabled lands,
Where sweet perennial roses bloom,
  'Mid billowy waste of sands;
But content myself with wondering
  If it would not be forlorn,
Ne'er to mix those sweet breathed flowers
  With the bloom upon the corn.

And oh, when Want or Famine, sore
  Rears up its famished head,
While children tug at mothers' skirts
  With hungry cries for bread,
How sweet 'twill be to still those cries,
  Across the waters born,
By sending them relief because
  The bloom is on the corn.

If all the plants excepting corn
  Were compressed into one,
For crowning as the king of earth,
  For the good that he had done,
King Maize would then be laurel wreathed,
  And proudly would be worn
Amid the plaudits of the world,
  While the bloom is on the corn.

Proud Iowa, with flowers bedecked,
  As fair as any bride,
To thee I sing this simple strain,
  With a heart uplift with pride.
As nations turn their eyes to thee;
  Their children yet unborn,
Will bless thee with uplifted hands
  For the bloom upon the corn.

TAC HUSSEY.

Des Moines.

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